

PENDER

PenderFund Capital Management Ltd.

PenderFund Capital Management Ltd (“Pender”) is an independent, employee-owned, value-based investment firm founded in 2003. We are one of the fastest growing investment firms in Canada, and our goal is to be the first choice for investors looking to protect and grow their capital. We have grown from a couple of people with a passion for investing into a diverse and inclusive workplace of 50 people by seeking out and hiring the most qualified, talented and experienced people.

We are seeking a home office based Business Development Manager in the Greater Toronto Area to support one of our two Regional Vice Presidents. This is an excellent opportunity for someone driven to produce results both individually and as part of a team. With our track record of performance and growth, success in this role will open opportunities for career advancement.

Responsibilities will include:

- Collaborating with the Regional Vice President to execute an annual territory business plan focused on the development and strengthening of long-term relationships with investment advisors.
- Working with the Regional Vice President to increase sales and market share of Pender’s funds by conducting proactive sales calls with new and existing investment advisors.
- Representing Pender at branch visits, client seminars, branch presentations, road shows and conferences.
- Maintaining a comprehensive understanding of Pender’s funds and industry trends in the market, and related considerations for advisors and their investors.
- Updating daily call activities and maintaining accurate records within Salesforce.com on a timely basis.

Skills and qualifications:

- Thorough knowledge of the securities industry and particularly of stock and bond markets and how they relate to mutual funds.
- Ability to initiate and maintain client relationships.
- Strong communication skills, both written and verbal.
- Excellent interpersonal, judgment and decision-making skills.
- Self-motivated; ability to be a great team player.
- Superior customer service skills.
- Strong organizational and problem-solving skills.
- Keen attention to detail.

Additional strengths you may bring to the role:

- Completion of the Canadian Securities Course or willingness to complete within one year.
- Excellent proficiency with MS Office particularly Word, Excel, PowerPoint and Outlook.
- Knowledge of Salesforce.com a strong asset.

What's in it for you?

- Great compensation (competitive base and commission) and benefits package.
- Travel to Vancouver twice a year for the National Sales Conference as well as sales training (opportunity to network with colleagues across the country).
- Ongoing training to develop market and product knowledge and sales skills.

Our commitment to diversity and inclusion: We have found that being diverse and inclusive simply makes us better. Not all of us have backgrounds in financial services and this is one of the best ways in which we are diverse – we bring a range of knowledge and experience to every scenario. We do not discriminate on any basis and welcome applications from all qualified individuals. When selecting candidates for employment, promotion, training or any other benefits, it is on the basis of aptitude and ability. Should you require any accommodation or have questions, please let us know.

Candidates can apply by emailing a resume and a cover letter to careers@penderfund.com. We will accept applications as long as this posting appears on the Pender website. We thank all those who apply, however only shortlisted candidates will be contacted for an interview.